

## Message Text

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41

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00

TRSE-00 AGR-05 SS-15 NSC-05 SP-02 L-02 EURE-00 /056 W

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P 251554Z APR 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC PRIORITY 9658

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E.O. 11652: N/A

TAGS: EWWT, US, UR

SUBJECT: FREIGHT RATES FOR GRAIN IN US-USSR MARITIME TRADE

PASS COMMERCE/MARAD/ASST. SEC. BLACKWELL

REF: MARAD WA-75-0325 OF 42/4/75 TO USSR MERCHANT MARINE  
MINISTRY

1. MERCHANT MARINE MINISTRY FOREIGN RELATIONS CHIEF AVERIN  
CALLED IN ECON/COMM COUNSELOR AND EMBOFF APRIL 25 REGARDING  
REFERENCED TELEGRAM FROM ASST. SEC. BLACKWELL. AVERIN STATED  
THAT HE WILL BE ANSWERING CABLE DIRECTLY BUT ASKED EMBOFFS TO  
PASS ON SOVIET THINKING BEHIND THEIR RESPONSE (PRESUMED NEGATIVE).

2. AVERIN STATED THAT USSR CANNOT AGREE TO INCREASE RATE  
FOR GRAIN HAULAGE TO ELEVEN DOLLARS PER TON. HE REALIZES  
THAT FOR THIS HAULAGE TO BE INTERESTING TO US SHIPPERS THEY  
MUST RECEIVE AROUND 19 DOLLARS PER TON, WHEREAS MAXIMUM USG  
SUBSIDY TO SHIPPERS IS ONLY 8 DOLLARS,  
LEAVING MINIMUM ACCEPTABLE RATE OF ABOUT ELEVEN DOLLARS.  
SOVIET VIEW IS THAT PRESENT DEPRESSED CARGO MARKET WILL ONLY  
BEAR RATE OF AROUND 8.20 DOLLARS/TON, BUT THAT AS "TOKEN  
OF GOODWILL" MORFLOT WILLING TO OFFER UP TO MAXIMUM OF 9.50  
DOLLARS. TOGETHER WITH 8 DOLLAR SUBSIDY THIS WOULD THUS RESULT  
IN EFFECTIVE RATE OF 17.50 DOLLARS TO US SHIPPERS.

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3. /BY CALLING EMBOFFS IN TO DISCUSS QUESTION AVERIN SOUGHT

TO MAKE POINT THAT HE IS NOT SEEKING TO BE DIFFICULT OR TO HAGGLE  
OVER PENNIES. HE EMPHASIZED: 1) THAT USSR UNDERSTANDS  
DIFFICULT SITUATION FOR US CAUSED BY DEPRESSED WORLD MARKET IN VIEW  
OF LIMITS OF AMERICAN SUBSIDY PROGRAM, 2) THAT USSR CANNOT  
BE EXPECTED TO COMPENSATE FOR DIFFERENCES RESULTING FROM  
"INADEQUACIES" IN SUBSIDIES PERMITTED BY US LAW IN FACE OF  
CURRENT WORLD MARKET RATES, AND 3) THIS IS WHY MORFLOT WILL  
NOT BE ABLE INCREASE FREIGHT RATE OFFER ON GRAIN  
HAULAGE ABOVE 9.50 DOLLARS PER TON.  
STOESSEL

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE AGREEMENTS, GRAINS, TRADE DATA  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 25 APR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** greeneet  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Film Number:** D750146-0313  
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**To:** STATE  
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